

Form Name:
Submission Time:

Citizens Commission
March 5, 2019 5:15 pm

Name	Robert Bird
Address	<div></div> <div></div> <div></div>
Phone	<div></div>
Email	<div></div>
Citizenship Affirmation	I am a U.S. Citizen
Residency Affirmation	I am a resident of the Commonwealth of Massachusetts
Statement of Intent	I intend to comply with and advance the policy established by this Act.
Statement of Interest	<p>I am a retired person. I grew up in Massachusetts, and after college I was an employee of a newspaper in Syracuse, NY for 34 years. Over my career, I watched the effects of lobbying in both State and Federal politics. Since the Citizen's United decision by SCOTUS, I have seen the obvious change in who our congresspeople considered 'constituents. It is also obvious what is happening in elections, with PACs and Dark Money steering elections on all levels. It is important to me that we level the playing field in politics, and make our republic more responsive to all. I think we can make it so our congresspeople have more time to pay attention to government, rather than the arms race of securing campaign funds for re-election.</p>
Résumé or Summary of Qualifications Upload	https://s3.amazonaws.com/files.formstack.com/uploads/3282862/71887710/483444774/71887710_rbird_resume_2017_-_google_docs.pdf
Political Party Affiliation, if any, over the previous five years	Unenrolled
City or Town where you reside	HULL
Employment Status	Unemployed

Robert C. Bird

████████████████████ ♦ ██████████ ♦ ██████████ ♦ B.A. History, Hobart College

Accomplished Sales Executive with business development expertise. Prospecting and cold calling pro. Experienced with managing multiple priorities in a fast-paced business climate. Self-starter who can get the job done with Associates and Clients alike. Recently relocated to the Boston market after a sabbatical to tour the country. Ready, willing, and able to make a difference by bringing strong relationship building skills to the right company.

Highlights of Qualifications

Managed Care

Developed Provider Networks for two separate multi-county Medicaid Managed Long Term Care Plans.

- researched and prospected independently to develop providers in individual Counties.
- developed lines of communication and negotiated with key stakeholders.
- worked with Legal Dept. advisors to adapt contract templates and approve contracts.
- received approval for 10 Counties with Elderplan, Inc. in one year's time
- fine tuned and strengthened networks in another 6 established counties for Elderplan.
- received approval for 11 counties in 14 months with VNA Homecare Options

Managed multiple projects simultaneously.

- negotiated and contracted with healthcare networks, physicians, and ancillary providers to meet and exceed requirements for Dept. of Health approval of provider networks.
- worked internally to develop contract tracking, approval, and storage systems.
- Collaborated in developing a Medicaid Advantage Plan provider network for Capital District.
- Collaborated in developing an Institutional Special Needs Plan provider network in Monroe County, N.Y.

Worked on team to create and manage contract maintenance and reporting system.

- built contract storage and tracking spreadsheet system with Office Manager
- used our system with State tracking system for required network reporting

Relationship builder with providers- found synergies and sold the merits of our plan to develop 'win-win'.

- Educated providers on the Managed Care Model.
- Successfully trained providers in reimbursement and clean claim submissions.
- Worked with providers to resolve claims disputes.

Adapted to changing priorities in fast paced deadline situations.

Marketing/ Advertising

Negotiated and managed million dollar advertising contracting with national advertisers for major daily paper.

- created opportunities to expand revenues with new products
- brought value to customers by targeting buys to match their demographics
- worked interdepartmentally within the company to problem solve and respond to customer needs.

Managed long term relationships with clients to grow business.

- maintained Major account list for years
- three salesperson of the quarter awards
- one salesperson of the year award, 2009.

Developed advertising campaigns for all levels of advertisers, combining print, direct mail, and online capabilities.

- became Supermarket specialist by developing small grocer program
- grew larger share of client's budgets by developing strong programs that worked.

